



# WAH NOBEL GROUP

Looking for talented and experienced Professionals. The following vacancies are available for suitable / eligible candidates:

Title	Vacancy	Particulars
<b>General Manager Business Development and Strategy</b>	01	<b>Key Responsibilities:</b> <ul style="list-style-type: none"><li>Develop and implement Business Development Plan / Strategy to achieve Wah Nobel Group's objectives to ensure long-term growth.</li><li>Negotiate and finalize partnerships, alliances and joint ventures to expand Wah Nobel's business portfolios.</li></ul> <b>Requirements</b> <ul style="list-style-type: none"><li>MBA/MS Marketing/Business Management from HEC recognized university.</li><li>Minimum of 15 years of relevant experience.</li></ul>
<b>Manager Business Development and Strategy</b>	01	<b>Key Responsibilities:</b> <ul style="list-style-type: none"><li>Develop and implement Business Development Plan / Strategy to achieve Wah Nobel Group's objectives to ensure long-term growth.</li><li>Negotiate and finalize partnerships, alliances and joint ventures to expand Wah Nobel's business / market share.</li></ul> <b>Requirements</b> <ul style="list-style-type: none"><li>MBA/MS Marketing/Business Management from HEC recognized university.</li><li>Minimum of 10 years of relevant experience.</li></ul>
<b>Manager Marketing Fast Moving Consumer Goods (FMCG)</b>	01	<b>Key Responsibilities</b> <ul style="list-style-type: none"><li>Oversee the entire product lifecycle from ideation to launch, ensuring timely and successful product introduction.</li><li>Enhance brand positioning and equity through creative and effective marketing campaign.</li></ul> <b>Requirements</b> <ul style="list-style-type: none"><li>MBA/MS in Marketing from HEC recognized university.</li><li>Minimum of 10 years of relevant experience.</li></ul>
<b>AM Supply Chain</b>	01	<b>Key Responsibilities</b> <ul style="list-style-type: none"><li>Raw Material imports including metals/chemicals/Plants and Machinery etc and be able to deal with multiple suppliers in order to place orders, price negotiation and maintain the inventory to an optimal level.</li><li>Dealing with Banks, LC Operations, Custom Clearance of items, Participation in Tender Enquiries</li></ul> <b>Requirements</b> <ul style="list-style-type: none"><li>MBA / MS in Supply Chain Management with degree from HEC recognized university.</li><li>Candidates with Mechanical/Electrical Engineering degree along with Supply Chain degree will be preferred.</li><li>Minimum of 05 years of relevant experience.</li></ul>

- Please mention the applied post on the top corner of envelop.
- For further details of the above posts please visit website [www.wahnobel.com](http://www.wahnobel.com).
- Shortlisted candidates will be called for test/interview.
- The applicants having experience in relevant field will be preferred.
- No TADA will be admissible for appearing in the test/interview.
- Candidates are requested to send their applications along with detailed CV, attested copies of academic credentials, experience certificates. These documents should reach latest by **15th August, 2024** on the following address:

**General Manager Admin and HR,  
PO Box No. 3 GPO Wah Cantt.**

- The applicants should be dynamic, professionals and to have the relevant experience.

Title	Vacancy	Particulars
<b>General Manager / Manager (Business Development and Strategy)</b>	01/01	<p><b><u>Key Responsibilities:</u></b></p> <ul style="list-style-type: none"> <li>• Develop and implement strategic plans to achieve Wah Nobel Group's objectives and ensure long-term growth.</li> <li>• Conduct market research to identify potential business opportunities and market trends.</li> <li>• Analyze business performance and identify areas for improvement.</li> <li>• Negotiate and finalize partnerships, alliances and joint ventures to expand Wah Nobel's market share.</li> <li>• Analyze market data to inform strategic decisions to Chief Executive</li> <li>• Collaborate with departments such as R&amp;D, marketing and sales to develop new products and services.</li> <li>• Adjust strategies and plans based on market feedback and Identify potential risks and develop strategies to mitigate them.</li> <li>• Any other task assigned by Chief Executive.</li> </ul> <p><b><u>Requirements</u></b></p> <ul style="list-style-type: none"> <li>• <b>MBA/MS Marketing/Business Management</b> from a reputable institution.</li> <li>• Minimum of 15 years of experience for GM and 10 years of experience for Manager in Business Development/Strategy.</li> <li>• Strong analytical and strategic thinking abilities.</li> <li>• Excellent communication and interpersonal skills.</li> <li>• Proficiency in market research and data analysis. Business Development/Forecasting</li> </ul>
<b>Manager Marketing (Fast Moving Consumer Goods) FMCG Cleaning Products</b>	01	<p><b><u>Key Responsibilities</u></b></p> <ul style="list-style-type: none"> <li>• Develop and execute comprehensive marketing plans to achieve business objectives and drive growth.</li> <li>• Oversee the entire product lifecycle from ideation to launch, ensuring timely and successful product introductions.</li> <li>• Conduct thorough market research to identify trends, consumer needs, and competitive landscape.</li> <li>• Enhance brand positioning and equity through creative and effective marketing campaigns.</li> <li>• Track and analyze campaign performance, providing actionable insights for continuous improvement</li> <li>• Any other task assigned by Chief Executive.</li> </ul> <p><b><u>Requirements</u></b></p> <ul style="list-style-type: none"> <li>• MBA/MS in Marketing from a reputable institution.</li> <li>• Minimum of 10 years of experience in product management or marketing within the FMCG sector.</li> <li>• Excellent communication and interpersonal skills.</li> </ul> <p>Proven track record of successful product launches and marketing campaigns.</p>

**AM Supply Chain**

01

**Key Responsibilities**

- Raw Material imports including metals/chemicals/Plant and Machinery etc and able to deal with multiple suppliers in order to place orders, price negotiation and maintain the inventory to an optimal level.
- Dealing with Banks, LC Operations, Custom Clearance of items, Participation in Tender Enquiries
- Find cost-effective solutions for supply chain processes.
- Collaborate with other departments (plant, warehouse, and logistics) to create coordinated plans for growth of the business.
- Any other task assigned by Chief Executive.

**Requirements**

- MBA / MS in Supply Chain Management with degree from a reputable university with on-campus program.
- Candidates with Mechanical/Electrical Engineering degree along with Supply Chain degree will be preferred.
- Incumbents with relevant 5 years of experience will be preferred. However; candidates with experience less than 5 years are also encouraged to apply.
- Candidates with past experience of imports of Plant and Machinery, working with Customs department (custom clearance, fully conversant with Pakistan Custom Tariff rules) will be preferred.
- Must be fully conversant with PPRA Rules, Tender Enquiry operations, Bank Dealings, LC Operations
- The candidate must have strong communication & presentation Skills along with good negotiation Skills